

# Fundamentals of Running a Successful Practice

In this program you will create a roadmap for your practice vision and set smart goals to get there. You will gain insight into the daily operations of your business and as a result you will learn to do more of the dentistry that you love to do and that your patients deserve.

Fundamentals of Running a Successful Dental Practice is presented over five 1.5 hour sessions as a Live Online Lecture with direct access for question and answer during each session. The program is for Practice Owners, Associates and their teams who are interested in learning more about running a successful practice.



## Our Speaker

Linda Anderson Adult Ed. CTP

Linda loves results! She realizes that to be a successful leader you must understand the impact of change on a team. Change has been a constant in Linda's career.

Linda gained her knowledge and experience through developing her roles within the practice of dentistry; as well as through continuing education and then as a practice management coach serving dentists across North America.

Linda has completed many courses in leadership; mediation, case presentation and has a Certificate in Adult Education through Saint Francis Xavier University. She is also a past member of the Academy of Dental Management Consultants. Linda achieved the designation of Certified Training Practitioner from the Institute of Performance and Learning and recently was certified in the "Taking flight with DISC" assessment.

As a coach, Linda recognizes talent, skills and knowledge in people. She is the go-to person when defining roles and skills in the areas of managing downtime, case presentation, accounts receivables, scheduling and much more. Linda's clients achieve their vision and gain financial returns on their investment. She facilitates workshops on the business of dentistry and is the instructor of the Dental Practice Management Certificate course at the University of Toronto Dental School department of Continuing education.

The team approach to dentistry is important to Linda. She has the ability to create motion and momentum in others. She believes that with understanding and humor, a team will embrace change to achieve the results they desire.

### Session 1

- Develop your vision and learn how to set goals
- Create roles and accountability for your team
- Learn how to run successful team meetings

### Session 2

- Understand and use KPI's and metrics to make business decisions
- Understand how to Implement systems and solutions for your team

### Session 3

- Gain insight into your financial management systems
- Develop a collections and accounts receivable protocol

### Session 4

- Develop trust with your patients by using effective verbal skills
- Use non-verbal communication and listening skills to adapt to your patients needs

### Session 5

- Learn a practical approach to treatment acceptance
- Learn how to communicate with confidence when discussing treatment

## 7.5 CE

### LIVE ONLINE LECTURE

Personal access to a practice consultant on relevant issues of daily practice.

## Program Details

**When:** 2:30 - 4:00 PM PDT  
Apr 26, May 10 & 24, Jun 7 & 21  
Wednesday Evenings

**RSVP By:** April 21, 2023

**Call:** 1-877-748-0046

**Fee:** \$395.00 includes all 5 Sessions  
(Visa and MasterCard Accepted)

**Email:** Info@approachmg.com

**CE Hours:** 7.5 CE Lecture Hours / 5 Sessions  
AGD Code 550



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### Cancellation Policy

Full refund will be provided if cancellation provided 72 hours prior to program start date.